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## **Mongolia**

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### **Mongolia Exporter Guide**

**Report Categories:**

Exporter Guide

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#### **Report Highlights:**

This guide serves as a resource for U.S. companies seeking to do business in Mongolia, and includes practical tips and information on local business practices, consumer preferences and trends, food standards and regulations, and import and inspection procedures. It also identifies potential U.S. export opportunities and entry approaches for several products including feed ingredients, dairy, fruits, snack foods, and wine. In 2017, U.S. horticultural products remained the most valuable U.S. agricultural export product, while significant growth has taken place in oilseeds and related products.

## Table of Contents

Country Overview .....	2
Political and Economic Overview .....	2
Market Overview .....	3
Trade Trends .....	4
Business Culture .....	5
Consumer Preferences and Behavior .....	5
Doing Business in Mongolia .....	5
Traveling in Mongolia .....	6
Sector Overview .....	6
Retail .....	6
E-Commerce .....	7
Hotel, Restaurant, and Institutional (HRI) .....	8
Market Entry Advice .....	8
Where to Get Started .....	8
Prospective Products and Sectors for U.S. Exporters to Consider .....	9
Transportation, Logistics, and Cold Chain .....	13
Import Policies, Regulations, and Technical Barriers to Trade .....	14
Appendix .....	15
Contacts for U.S. Exporters .....	15

## Country Overview

### Political and Economic Overview

Mongolia is the 18th largest country in the world by area. With a population of only three million, it is also the least densely populated. Landlocked Mongolia is bordered by Russia to the north and China to the south. One and a half million residents, or slightly less than half the country's population, live within its capital, Ulaanbaatar. Mongolia's population is relatively young, with 59 percent under the age of 30, and the population growth rate is 1.2 percent. Mongolia has been a democratic republic since 1990.

Mongolia's gross domestic product (GDP) growth rate averaged 5.5 percent between 1991 and 2017. Rising commodity prices in Mongolia's dominant mining sector caused the GDP to reach an all-time

high of 17.3 percent in 2011 before steadily declining (along with commodity prices) averaging between one to five percent between 2015 and 2017. Its 2017 GDP adjusted for purchasing power parity was \$38.4 billion, and a GDP per capita of \$12,600. According to the World Bank, Mongolia is considered a lower middle income economy.

Mongolia has historically been a pastoralist society with 72 percent of its land area in pasture and the livestock sector constituting 83 percent of all agricultural products. The country has one of the highest per capita livestock ratios in the world. Despite the country's focus on agriculture, the sector only generates 13 percent of Mongolia's GDP. Mining remains the critical part of Mongolia's economy by yielding almost a quarter of its GDP. The government is trying to diversify its economic activity, and agriculture remains a primary focus of development in this respect. In addition to mining and agriculture, construction, construction materials, agricultural and food processing, and natural fiber (cashmere) manufacturing are major industries.

For more in-depth information about Mongolia's political and economic environment, see the [U.S. State Department's Fact Sheet](#).

## Market Overview

The country offers several interesting growth opportunities for U.S. exporters, and its relative proximity to the Chinese market means that in the future it could potentially serve as an agricultural production base for its neighbor. Mongolia has a concentrated population in its capital Ulaanbaatar and a growing middle class. Due to agricultural production constraints, Mongolians are accustomed to importing food products. Informal conservative estimates place the number of potential consumers of U.S. agricultural consumer oriented products at 600,000 to 800,000 out of the population of 3 million, or 20-25 percent.

Advantages	Challenges
Pro-western government with a relative ease of doing business and proximity to regional markets	Logistical weaknesses including limited cold chain capacity
Consumers increasingly demanding high quality, safe, imported food products	High transportation costs; long transportation wait times
Young population and a growing middle class	Small population = small scale demand
A good knowledge of U.S. brands	Limited hotel, restaurant, and institutional opportunities
Developing e-commerce and retail sectors	Unclear and inconsistent testing/import requirements
Relatively low tariffs	

## Trade Trends

Mongolia's trade situation depends in large part on its neighbors, China and Russia. Mongolia joined the World Trade Organization (WTO) in 1997. In March 2017, the U.S.-Mongolia Agreement on Transparency in Matters Related to International Trade and Investment went into effect. This agreement outlines processes for ensuring transparency when enacting new laws and regulations. Mongolia is also

member of the World Organization for Animal Health (OIE), the International Plant Protection Convention, and Codex Alimentarius.

Mongolia's largest trading partners are its neighbors. China is the main destination of Mongolian exports, receiving over 83 percent of exports. In 2017, Mongolia exported \$5.6 billion worth of products to the world with over 80 percent consisting of mining products. Agricultural products, with cashmere and wool comprising the majority, accounted for 7.5 percent of Mongolia's exports.

In 2017, Mongolia imported \$4.2 billion in goods, with 33 percent of imports originating from China and 25 percent from Russia. Agricultural products accounted for 13 percent of imports, with the vast majority of goods being manufactured items. The United States exported \$5 million in agricultural products to Mongolia in 2017, with 'other food preparations' being the largest export category (Table 1).

**Table 1. Top U.S. Agricultural Exports to Mongolia**

	2013	2014	2015	2016	2017
Product	Value (\$ thousands)				
Horticultural Products	3,430	1,568	2,346	2,002	3,525
Sugar & Tropical Products	1,165	631	884	514	603
Oilseeds & Products	32	116	176	329	489
Grains & Feeds	320	441	149	215	286
Dairy & Products	55	9	1,632	263	84
Livestock & Meats	0	1,440	780	51	35
Planting Seeds	50	5	17	25	0
Poultry & Products	9,178	8,684	205	0	0
FAS Agricultural Total	14,230	12,894	6,189	3,399	5,023
<i>Data Source: U.S. Census Bureau Trade Data</i>					

Horticultural products remain the most valuable U.S. agricultural export product category, while significant growth has taken place in oilseeds and related products. Mongolia was prevented from importing U.S. poultry and poultry products in 2015 due to China's restrictions on transshipping U.S. poultry and related products through its territory. Mongolia now imports most of its poultry and related products from Russia and other European countries.

## Business Culture

### Consumer Preferences and Behavior

Mongolians, especially the more affluent consumers in Ulaanbaatar, appreciate purchasing imported food products. They consider European and North American imported food safer and of higher quality than Chinese imported food. With rising incomes and urban lifestyles, affluent Mongolians appreciate variety in imported food products. Many remember the limited choices available in grocery stores during Soviet era (1921-1990). Mongolians hold U.S. food and agriculture products in high esteem, valuing their safety, quality, and diversity. Despite its shared border with China, the country's palate,

traditional cuisine, and food flavoring profile share more similarities to Russia and the Central Asian Republics than China.

Perhaps more so than their neighbors, cost conscious Mongolians actively seek out and compare product prices before making a purchase. It is a well-established norm for Mongolians to search out different food and non-food distributors (e.g., in an open air market) to find the best priced product, instead of purchasing that same product for slightly more in a retail establishment. However, as Ulaanbaatar grows and further urbanizes, this aspect of consumer behavior is beginning to change. Consumers are now becoming more focused on balancing convenience with price.

A large proportion of affluent Mongolians have either lived in the United States or have at least one family member who lives or has lived in the United States. Food importers note many Mongolians allow the tastes and brand awareness acquired in the United States, or those acquired indirectly through family members, to influence purchasing decisions in Ulaanbaatar. They value international brands and appreciate quality but will typically not purchase a higher-priced product unless its benefits are well established. Wheat flour, used to make dumplings and other traditional dishes, remains the staple food.

### **Doing Business in Mongolia**

Mongolia is a relatively small market, so exporters are encouraged to think small first. Since most imported food and agricultural products first arrive at Chinese ports, some business contacts recommend considering a joint venture or partnership with a Chinese distributor. The Chinese partner may be able to facilitate entry into China, and a large shipment could be split, with some product then diverted to Mongolia. Discounting is not a normal practice in Mongolia. For example, food distributors dislike discounting for immediate cash payment from a trustworthy source even if it may be in their financial best interest.

Most commerce is conducted in Ulaanbaatar. Mongolians are generally warm and welcoming to those seeking to do business with them. Extended business relationships help to establish ties with new clients. In other words, it helps to know someone who knows someone. Mongolian and foreign business contacts report it is easier to begin a new business venture if you are working with a Mongolian partner. Such partners can quickly recognize cost efficiencies, how to navigate government bureaucracy, and they know which potential business contacts are reputable. If deemed necessary, foreign contacts recommend retaining a Mongolian lawyer to handle commercial disputes. Such disputes can escalate quickly to criminal charges; however, the justice system is perceived to be more lenient on domestic firms than foreign ones.

While the government welcomes foreign investment and international commerce, many exporters complain it tends to impede rather than facilitate trade. Inspectors use standardized customs and import regulations procedures rather than risk-based assessments. Products posing little risk of harm to the public are sometimes tested repeatedly due to what are perceived to be the official procedures. Imports are sometimes tested by multiple agencies, such as by the Customs laboratories at the port and then again by the General Agency of Specialized Inspection (GASI) before the products are released to the

importer. When food import standards and regulations are incorrect or worded vaguely, government officials routinely provide no recourse or grace period to facilitate the import of the shipment in question.

Due to Mongolia's geography and climate, importers should consider the transportation of their goods. Because most products must be transshipped through China or across Europe and Russia, transportation costs are relatively high. Most products are imported beginning in March, after the coldest temperatures have subsided. Winter's damaging temperatures require final shipments be completed by October or November, before the cold weather arrives.

### **Traveling in Mongolia**

The capital of Ulaanbaatar is Mongolia's most populous city containing almost half the country's population. Exporters can expect to conduct all initial meetings here. Ulaanbaatar has reliable internet and cellular phone access and most hotels offer Wi-Fi connections. Currency can be exchanged at banks or at some hotels. Most hotels and restaurants cater to foreigners, and supermarkets accept international credit cards. Taxis are available, but travelers can also hire a car and driver. U.S. citizens visiting Mongolia for less than 90 days currently require no visa for most travel purposes, although they may need to register with Mongolian immigration offices if intending to stay for more than 30 days. Please visit the [U.S. Department of State website](#) for updated travel guidance.

## **Sector Overview**

### **Retail**

Mongolia's growing retail sector includes hypermarkets, supermarkets, and convenience stores throughout Ulaanbaatar. At least 20 premium supermarkets serve the capital. E-Mart, a discount chain of the Korean company Shinsegae and its Mongolian joint venture partners, has opened two hypermarkets since 2016, with plans to open a third location. In 2016, the Dutch chain SPAR announced a collaboration with the Max Group to open up to 60 retail stores in Mongolia by 2020. Max Foods currently has eight supermarkets in Mongolia. Orgil Center is another supermarket chain that currently has eight supermarkets and two wholesale centers. Its management notes that the majority of its products are imported. MCS Group is a large Mongolian corporation with various enterprises, including operating the Coca Cola bottling plant. Approximately 30-50 percent of products in these premium supermarket/hypermarkets are imported. The retail sector can be a great opportunity for U.S. exporters to promote products and build brand loyalty for U.S. products. Retail contacts note that retail sector leaders are now focused on increasing the convenience store aspects of their businesses. Convenience stores have traditionally been managed by local independent owners, however Mongolia's large retail groups are all making plans to expand into this area. In 2018, Circle K opened its chain of convenience stores, and further aims to expand nationally. One major Mongolian retailer reported they plan to open 200-300 convenience stores throughout the country in the next few years.





U.S. Apples for sale in a major Ulaanbaatar hypermarket selling for 10,800 MNT/kg or approximately \$2/pound (left). Apples from Poland selling for 5,380 MNT/kg or approximately \$1 USD/pound (right).

## E-Commerce

Since 2015, e-commerce has quickly matured from an informal space for person-to-person sales (i.e., classified advertisements) to the business-to-consumer model that now exists in the United States. Contacts report the most important development driving e-commerce growth is the increasing acceptance of e-payment methods. Most Mongolians have smartphones, and urban dwellers have widely adopted scanning quick response (QR) codes to make in-store purchases. This allows for an instant transfer of funds from the customer's bank's e-payment platform account to the seller. Similarly, e-commerce businesses have also developed trusted and seamless online e-payment methods that are now driving e-commerce growth. Facebook is the major online platform that companies use to promote their business.

Industry contacts report that e-commerce purchasers are generally younger and evenly split between male and female, although they estimate that approximately 70 percent of browsers are female. One major e-commerce company imports foreign products from established distributors in Beijing, China. Once purchased, products are transported from Beijing and delivered to the consumer within three to seven days. The company charges a \$3 delivery fee within Ulaanbaatar. Cold chain and logistics remain a barrier to selling imported food products directly to consumers. Mongolian wholesalers and retailers lack specialty cross-border or e-commerce warehouses. Contacts report that while demand for fresh food e-commerce sales exists, U.S. exporters would find difficulties competing in this space. U.S. exporters in the e-commerce space would most likely use their platforms to facilitate business-to-business sales.

## Hotel, Restaurant, and Institutional (HRI)

The HRI sector is most likely a mid-term target for U.S. exporters, as it is still relatively underdeveloped compared to the retail sector. HRI contacts report that an average restaurant ticket per person amounts to \$22. Due to the small scale of imported fresh products in retail stores, the cost of raw fresh ingredients for a high-end meal is about the same as the cost of the same meal in a restaurant.

Among Mongolian customers willing to buy Western franchised food and beverages, American restaurant franchises are popular, even when they are more expensive than local competitors. Mongolians believe U.S. food is safer and of higher quality than many local options. Among the franchises in the market are Burger King, Hard Rock Café, Pizza Hut, KFC, and Coffee Bean and Tea Leaf. For more information about franchising, please contact the Commercial Section at the U.S. Embassy in Ulaanbaatar ([Ulaanbaatar-Econ-Comm@state.gov](mailto:Ulaanbaatar-Econ-Comm@state.gov)).

## Market Entry Advice

### Where to Get Started

While agents are not legally required in Mongolia, it is recommended that a new exporter work with a local agent or distributor who can assist with navigating the Mongolian business sector. Mongolia has a small population and personal relationships are important. When getting started with an agent or distributor, a U.S. company should be willing to invest time to develop a strong relationship to enhance business ties. Only legally registered entities can import food and exporters should work with the Export/Import Monitoring Department in GASI if they have questions about importers or requirements.

Regional trade shows offer another venue to promote products and explore the broader market. Hong Kong and South Korea frequently host global food and beverage trade shows, and contacts report that many Mongolian importers frequent these shows. U.S. exporters can use these trade shows as opportunities to meet with potential Mongolian contacts. There are daily direct flights to Seoul from Ulaanbaatar, and food importers also report that they travel to Hong Kong to attend international food and beverage trade shows.

*A Few Initial Hints on Marketing:* Mongolians can be considered entrepreneurial, spontaneous, and immediate. Bright colors work well when marketing products. Blue, which represents Mongolia's wide open sky, is a great color to use on packaging and marketing materials. Consumers are price conscious, but they also fear unsafe food, and will pay premium prices for safer food for their families and children. Retail contacts note that product demonstrations are useful promotion activities since Mongolians are relatively new to using many imported food products.

### Prospective Products and Sectors for U.S. Exporters to Consider

**Wine:** In the past, Mongolians have not expressed much interest in U.S. wines, mainly due to a lack of familiarity with U.S. brands and wine producing regions. Wines from Europe, Australia, New Zealand, Chile, and Argentina are the most popular. U.S. wines arrived to Mongolian consumers relatively late compared to most other importing countries. Some wine importers have begun to stock U.S. wines from California's Napa Valley and Washington State. Mid-range priced wines generally average \$15-20 per bottle, while higher-end vintages cost upwards of \$35-50 per bottle. Imported wines are priced relatively equally, thus the deciding factor for many purchases can be attributed to consumer brand awareness.



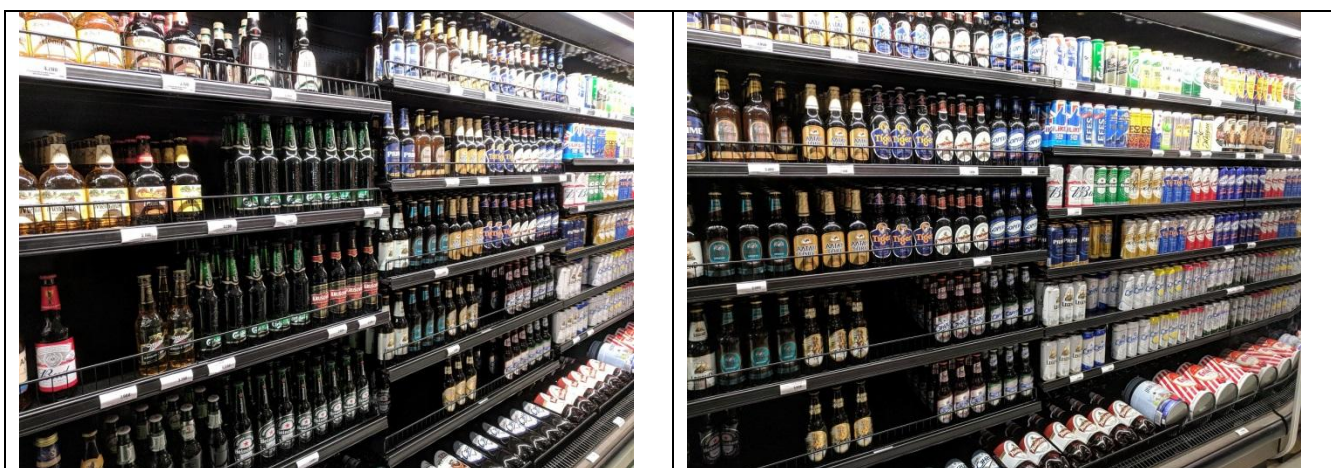


U.S. wines for sale in an Ulaanbaatar wine importer shop.

Mongolia produces no wine, and historically imported wines from the Caucasus region. Traditionally, women tended to drink wine while men consumed spirits and beer; however, preferences have changed recently. Male consumers now view wine as healthier and less fattening than beer or spirits, which is driving more consumption among men. Approximately 75 percent of wine that is consumed is red. 80 percent of sparkling wine is purchased in December for Mongolia's winter holidays. Wines are frequently given as gifts.

**Spirits:** Like Russia, vodka is Mongolia's spirit of choice. Imported spirits are well developed, and include many popular whiskeys from Europe. Affluent consumers are also increasingly interested in American bourbons, whiskeys, and other spirits.

**Beer:** Consumers consider beer the most inexpensive alcoholic drink. The country has little to no premium beer offerings. Given that its market for premium imported wine and spirits is well developed, U.S. craft beer has tremendous opportunity in this niche market. Of the 30 beverage facilities in Mongolia, 10 produce beer, and only one produces what could be considered premium beer.

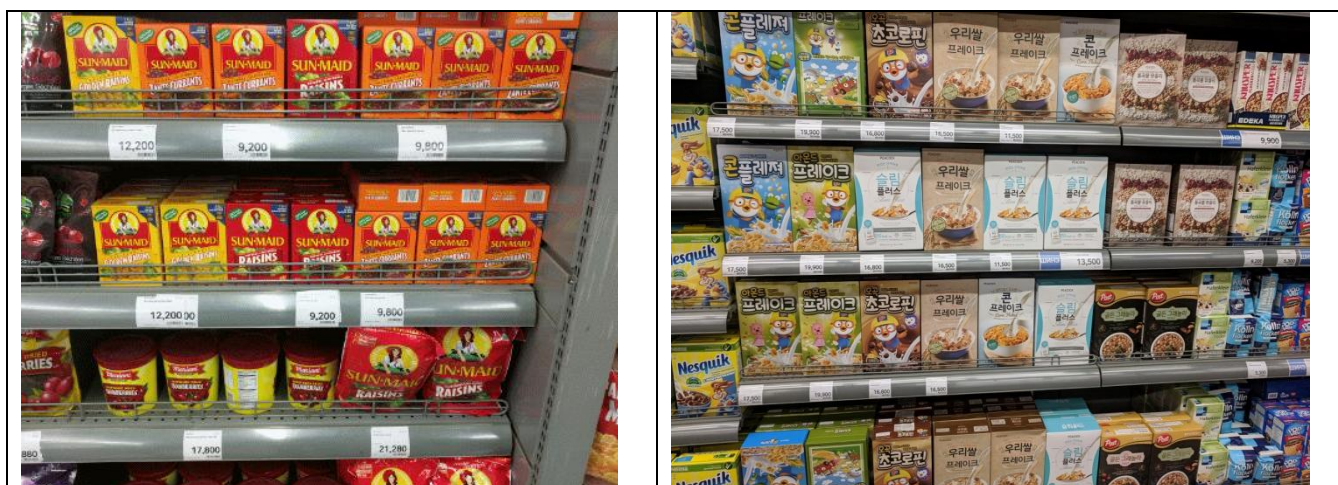


Domestic and imported beer at a large premium supermarket.



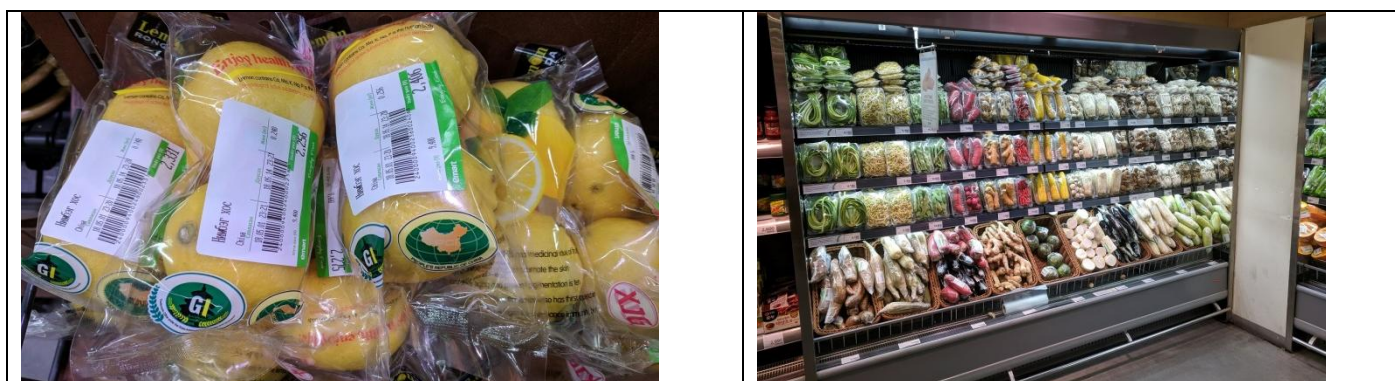
*Note on Alcohol promotions:* The government considers alcohol consumption a public health concern. Mongolia does not permit alcohol (or tobacco) advertising, and public tastings (e.g., in supermarkets) are not allowed. The government prohibits alcohol sales on the first day of every month in both retail and restaurant establishments.

**Snack/Processed Foods:** Mongolia's food processing industry lacks the capacity to produce high quality snacks and other processed foods in sufficient quantities to meet consumer demand. Snack/processed foods are imported from Korea, Russia, Europe, and the United States. Imported confectionary products, vegetable oils, breakfast cereals, and yogurt are all in demand. According to government sources, nearly 100 percent of confectionary products are imported.



U.S. raisins for sale (left); Korean breakfast cereals for sale in a major hypermarket (right).

**Fresh fruits and vegetables:** Most imported fresh fruits and vegetables come from China, although Mongolians remain apprehensive about imported Chinese food products due to safety concerns. Higher quality fresh fruit and vegetables are flown in from Japan and South Korea. U.S. apples and citrus can be found in many retail establishments that carry imported food.



Imported Chinese lemons (left); most fresh vegetables for sale in this hypermarket were imported from

**Feed Ingredients:** While Mongolia is still a pastoralist society, the domestic animal husbandry industry now recognizes the need for high quality feed ingredients. Winter feed and feed additives are in demand, with multiple contacts reporting that there are feed shortages. While sheep and goats drive the demand for animal feed, there is also reported demand for horse feed. Relative to other U.S. agricultural exports to Mongolia, the United States exports very little grain and feed. As Mongolia's animal husbandry sector continues to modernize, U.S. grain and feed exports should see increasing opportunities in this growing sector.

In addition to increasing domestic demand for animal feed, the potential to export U.S. feed and other related animal husbandry products to Mongolia depends upon the demand from Mongolia's neighbors for meat exports. The Chinese meat processing industry has expressed strong interest in developing Mongolia's ability to produce export quality meat for Chinese consumers. The main obstacle preventing meat exports are continued foot-and-mouth disease (FMD) outbreaks. The Mongolian government and international partners are working to eliminate or reduce the frequent FMD outbreaks. This would allow Mongolia to meet its neighbors' demands for meat, which could allow U.S. feed, genetics, and other animal husbandry exporters to service the market.

**Beef and Poultry:** Many businesses and investors are actively seeking foreign investment for producing better quality beef for urban customers, and for consumption in restaurants and hotels. Pork is not widely consumed in Mongolia. While sheep and horse are traditional meats of choice, beef and poultry are now consumed by many in Ulaanbaatar. Most imported beef comes from Australia, although it is not of particularly high quality. High quality retail beef tenderloin sells for about \$30/kg and ribeye sells for \$25/kg. Contacts report several smaller beef cattle operations are modernizing animal husbandry practices and they are searching for higher quality feed ingredients to produce standardized beef cattle. Poultry was the United States' largest agricultural export to Mongolia, however trade was stopped when China restricted transshipment of U.S. poultry. If China resumes U.S. poultry imports, the United States is still well positioned to compete with lower quality Eastern European poultry imports.





Imported salmon and domestic beef for sale in an Ulaanbaatar premium butcher.

**Seafood:** Although Mongolians have not traditionally consumed seafood, affluent consumers consider it a healthy protein. Most fresh seafood comes from Japan and South Korea, while China exports frozen seafood to Mongolia. Contacts noted an opportunity for U.S. fresh seafood to be flown in from Hong Kong. Salmon, especially popular in Mongolia, is one product the United States could export competitively.

**Vegetable Oils:** Mongolia has limited capacity to produce food-grade vegetable oil. According to government sources, 92 percent is imported, with the majority coming from Russia and Europe.



Vegetable oils for sale in a major hypermarket.

**Dairy Products:** Dairy products are central to the Mongolian diet. Traditionally processed and uniquely flavored yogurts, creams, cottage cheeses, dried curds, and fermented dairy products are

frequently consumed. More affluent consumers are also beginning to choose western style imported dairy products, though in small quantities. Most imported dairy products are from Europe, however some infant dairy formula comes from Korea. While dairy consumption is high in this country, most still prefer the flavor and unique characteristics of traditionally processed Mongolian dairy products.

## **Finance and Investment Climate**

There are 14 commercial banks in Mongolia. Golomt Bank, Khan Bank, the Trade and Development Bank, and Xac Bank are four banks with online payment systems. Cash or electronic payments are used to conduct trade, through either wire transfers or hard currency. While the tugrik (MNT) is the official currency, U.S. dollars can be used for some transactions. Letters of credit are available, but U.S. exporters are cautioned to not extend credit until a strong business relationship has been established. The cost of Mongolian commercial financing can be relatively high; contacts report interest rates average 15 percent and commercial financing tends to average 60 months. While Mongolia has previously grappled with bouts of inflation and currency fluctuations, Mongolia's government has prioritized keeping inflation below its target of eight percent and maintaining a steady exchange rate.

## **Transportation, Logistics, and Cold Chain**

Landlocked Mongolia relies heavily on overland rail and road transportation from China and Russia for the delivery of goods and supplies. Retail sector contacts state it can take 40-45 days to receive products from the United States. After the order is placed, it must be shipped by sea, arriving in a North China port (usually Tianjin), after which it is sent by way of truck or rail to its final Mongolian destination. Sometimes this timeframe can stretch to 60 days. In contrast, imported products from the European Union typically take 15 days by truck, or 30 days by rail to arrive.

A new airport is currently under construction that has the possibility of increasing air cargo capacity. This may allow the United States to export more fresh horticulture, seafood, and chilled meats. The government has made investments in improving its transportation system and expanding its road network, but logistics systems in Mongolia are still lacking. The World Bank's 2016 Logistics Performance Index ranked Mongolia 108 out of 160 countries. The country has limited cold chain capacity despite being a large producer of dairy and meat products. Only a small amount of temperature-controlled warehouse space available. Due to low temperatures in the winter, some products (e.g., beverages) may easily damage if not stored correctly.

## **Import Policies, Regulations, and Technical Barriers to Trade**

*The information described in this section may change without notice. Translations of Mongolian law linked below are unofficial. The links to organizations providing translations are for reader convenience should not be considered an endorsement of that organization by the U.S. Government or the U.S. Department of Agriculture.*

**The General Authority for State Inspection (GASI):** GASI is responsible for inspecting imported food products and testing them for safety. Exporters should work with their agent and/or distributor and GASI to ensure that they are in compliance with all import policies and regulations. In 2017, Mongolia passed the Meat Inspection Act and the Animal Health Law, both of which GASI oversees.

**Ministry of Food, Agriculture, and Light Industry (MOFALI):** According to the Law on Food of Mongolia, food products must be imported through a legal entity registered in Mongolia. An exporter must conclude an agreement with a Mongolian importer complying with quality management and standards for agriculture, food, and health. A full text of the Law on Food of Mongolia can be found here: <http://www.legalinfo.mn/law/details/8912>. The Law on Organic Food (effective since January 1, 2017) regulates all aspects of organic agriculture, production of organic food, feed and fertilizer, their certification, trade, import, use of the organic logo, and advertising. An English version is available at <http://extwprlegs1.fao.org/docs/pdf/mon159331E.pdf>.

#### **Labeling:**

Imported food products must have Mongolian labeling but can also include Russian or English language labelling. To be allowed into the country, contacts note that processed products must have no less than eight months left of validity on the expiration date.

#### **Testing:**

While the Mongolian Agency for Standardization and Metrology (MASM) is the standard-setting body and is responsible for testing requirements, some contacts have indicated that the testing regime is not clear and some products are tested multiple times. Contacts stated that it would be hard for a company to ship a mixed container of goods due to the varied testing requirements. Exporters can visit MASM's official [website](#) for further information.

#### **Import Licensing:**

The National Council for Food Security places limits on strategic food items deemed critical to national security. These items can only be imported with an import license issued under an open tender. Items considered strategic food include: liquid and powered milk; meat of cattle, horse, camel, goat, and sheep processed by other than heating; wheat flour; and potable water.

#### **Import Tariffs and Taxes:**

Mongolia imposes a five percent tariff on most imported products. Annual seasonal tariffs of 15 percent apply to the following agricultural products from August 1 to April 1: potatoes, onions, cabbages, yellow carrots, yellow turnips, and flour. A five percent tariff and ten percent value-added tax are factored in the prices of all products, except those exempted by law.

English translations of other Mongolian laws (e.g., tax, accounting, investment) that might be useful to U.S. exporters can be found at <http://bcmongolia.org/knowledge-base/laws>.

The tariff schedule can be found here at <http://customs.gov.mn/2017-10-09-03-00-30/trf>.



## Appendix

### Contacts for U.S. Exporters

#### **U.S. Department of Agriculture, Foreign Agricultural Service**

Agricultural Trade Office in Beijing, China

U.S. Embassy, Beijing

Tel: (86-10) 8531-3950

Fax: (86-10) 8531-3974

Email: [ATOBeijing@fas.usda.gov](mailto:ATOBeijing@fas.usda.gov)

Website: [www.usdachina.com](http://www.usdachina.com)

#### **The Economic and Commercial Section of the U.S. Embassy in Mongolia**

##### U.S. Embassy in Mongolia

Tel: +976-7007-6001

Email: [Ulaanbaatar-Econ-Comm@state.gov](mailto:Ulaanbaatar-Econ-Comm@state.gov)

Website: <https://mn.usembassy.gov/>

#### **Mongolian Customs**

Tel: 350064

(if calling from overseas) +976-11-350064

Fax: +976-11-350064

Email: [icd@customs.gov.mn](mailto:icd@customs.gov.mn) or [icd.mcga@gmail.com](mailto:icd.mcga@gmail.com)

Website: <http://www.customs.gov.mn/en/>

#### **General Agency of Specialized Inspection (GASI)**

Website: [www.inspection.gov.mn](http://www.inspection.gov.mn)

#### **Mongolian Agency for Standard and Metrology (MASM)**

Website: [www.masm.gov.mn](http://www.masm.gov.mn)